



**COCHIN PORT TRUST**  
**TRAFFIC DEPARTMENT**  
COCHIN-682009, KERALA, INDIA  
Tele 0484-2666418, 2582200

**INVITATION FOR EXPRESSION OF INTEREST (EOI)**  
**FOR**  
**PORT BASED PROJECT ON PPP / LANDLORD MODEL**

EOI NO: TM/EOI/NCB/2020-T

**29<sup>th</sup> September, 2020**



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*(This notice is issued only to elicit an Expression of Interest from Parties interested in the Project and does not constitute any binding commitment from Cochin Port Trust to proceed with the Project or invite any or all the Parties in the subsequent bidding process.)*

**SECTION I**

**COCHIN PORT TRUST**

Cochin Port is an all-weather Major Port. The Willingdon Island forming major part of the Port area offers excellent connectivity by means of road and rail. Cochin Port is connected to all industrial locations of India by rail and by National Highways NH-544, NH-66 and NH-85. A fully operational International Air Port is located just 35 Km from Cochin Port. RO-RO service connecting Bolgatty and W/Island for carriage of container Trucks to ICTT will commence soon. The Cochin Port Trust holds retail distribution license for electricity in the W/Island.

Cochin lies beyond the cyclone zone and therefore, the risk of cyclones is negligible. The investor shall obtain all statutory and mandatory clearances as may be required under law including environmental clearances from appropriate authorities, before execution/commissioning of the project and from time to time thereafter. Cochin port is ISO 9001-2015 certified, ISPS and MARPOL regulation compliant Port.

**THE PROJECT**

Cochin Port Trust invites Expression of Interest (Eoi) from willing investors with experience in port, shipping or logistics business for development of a port based project on PPP / Landlord model at **NCB berth and backup area** which will help bringing cargo and vessel traffic to the Cochin Port. Interested parties are free and encouraged to offer any innovative business suggestion/solution, provided, the proposed venture contributes to increasing business through Cochin Port. **Projects like establishing warehouse / tank farms / bulk cargo storage silos or any other business/facilities that brings cargo & vessel traffic to Cochin Port Trust will be entertained.** The parties are open to consider any other berths besides NCB depending on their assessment of business potential.

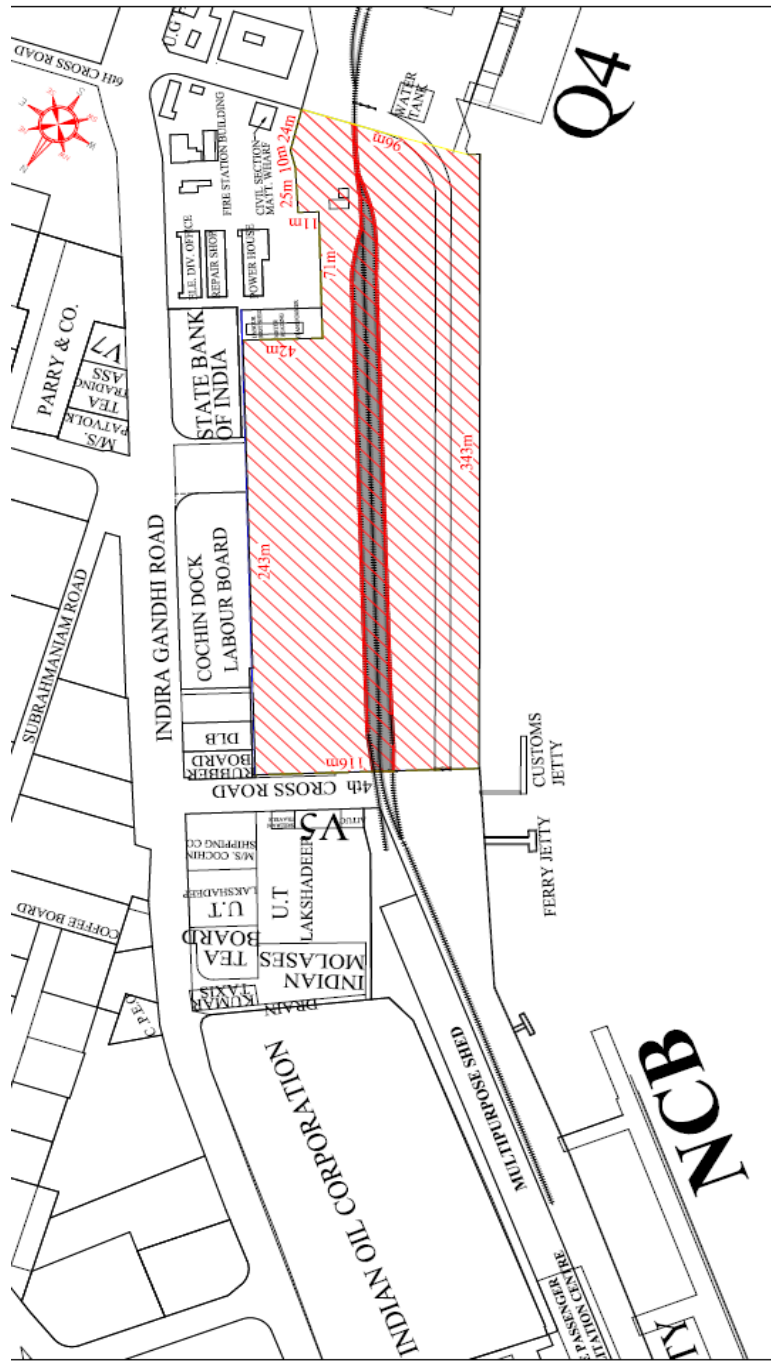
## Location

A plot of area of about 2.50 ha out of the 3.89 ha of land adjacent to NCB has been identified for this project. The site is accessible from Indira Gandhi road through 4<sup>th</sup> cross road. A land width of 6.50m along the northern side and eastern side of the plot is earmarked for an oil pipe line corridor. The ship carrying cargo to the proposed terminal can be berthed at NCB berth which is approximately 500 m away from the Plot and can accommodate vessels up to 9.14m draft. Necessary Right of way permission for laying pipelines from NCB berth to the plot will be granted on payment of yearly way leave charges as per Scale of Rates of CoPT. The plot has rail connectivity which is lying idle for the past many years, which can be revived if required by the investor.

**Map indicating the location proposed: (not to scale – for information purpose only. Actual site space/measurements may vary depending upon final survey and depending on the Port's requirement and business proposal)**



Detailed sketch showing the proposed area may be seen below:



## PHYSICAL FEATURES OF PROJECT LOCATION:

### Land

Area : 2.50 Ha approx.  
Access ; Well connected to National Highways  
: 2 km from rail head with siding at Cochin Harbour Terminus  
: 35 km from Airport

### Berth (North Coal Berth)

Length : 209 m  
Draft : 9.14 m

## QUALIFYING REQUIREMENTS

- a) The firm should have developed and / or operated Warehouse / Tank Farm / Silo System / Similar port/port based/logistics/ project during the last 7 years.  
Or
- b) Importer / Exporter /Distributor / Trader /Wholesalers / Liquid Cargo/Dry Bulk/Break Bulk Cargo/Shipping Line/Vessel operator/Large Corporate Houses/PSUs  
Or
- c) Commodities Traders / Grains Pulses wholesalers etc. involved in bulk handling of food grains / pulses  
Or
- d) CFS operator/Freight Forwarder/Logistic Agencies or transportation Agencies involved in Bulk movements of any commodity.

## PROPOSAL

Interested firms meeting the qualifying requirements above are hereby invited to submit their "Expression of Interest" (EOI) for Port based project on PPP / Landlord model such as **establishing warehouse / tank farms / bulk cargo storage silos or any other business/facilities that brings cargo & vessel traffic to Cochin Port Trust**. Any innovative business proposal, not mentioned herein, that has potential to bring in cargo and vessel traffic or increase revenue of the Port will also be entertained. The information submitted will be treated as confidential.

## EOI TIMELINES

S.NO	PARTICULARS	DATE
1	Publication of EOI	29/09/2020
2	Last date for seeking Clarification	09/10/2020
3	Last date for publishing corrigendum, if any	14/10/2020
4	Last date and Time for Submission of EOI	02/11/2020, 1500 hrs.
5	Date & Time of opening of EOI	02/11/2020, 1530hrs.

## SECTION II

### INFORMATION & INSTRUCTION FOR APPLICANTS

#### 1. GENERAL:

1.1 Letter of Interest and forms 'A', 'B' & 'C' seeking information/documents are given in Section-III

1.2 All information called for in the Forms A, B & C shall be furnished against the relevant columns.

1.3 The applicant may furnish any additional information, which is deemed necessary to establish capability to successfully complete the envisaged project.

1.4 The EOI document in the prescribed form duly completed and signed shall be submitted (hard copy) in a sealed cover. The sealed cover superscripted "Expression of Interest for Port based project on PPP / Landlord model" shall be delivered to "The Traffic Manager, Cochin Port Trust, Willingdon Island, Kochi – 682009" on or before 22/10/2020. A soft copy, MS-Word compatible, shall also be submitted in the same sealed cover. Documents submitted in connection with EOI will be the property of Cochin Port Trust.

1.5 For further details please contact the Sri Raj Vinod, Sr.Asst.Traffic Manager, Cochin Port Trust, Cochin, India- 682009. Tel.:0484-2582245/ Tele Fax: 0091484 2666418, Email: [rajvinod@cochinport.gov.in](mailto:rajvinod@cochinport.gov.in)

#### 2. PARTICULARS:

The particulars of the project given in Section-I, are only indicative / subject to change and may be considered only as advance information to assist the applicant.

#### 3. INFORMATION TO BE GIVEN IN THE REQUIRED FORMATS:

Applicant should furnish the following:

##### A) ORGANISATION INFORMATION (Form-A)

Applicant is required to submit the comprehensive information in respect of his organization in the Form – 'A' attached.

##### B) LIST OF PROJECTS (Form-B)

Applicant is required to submit the list of similar assignments/projects successfully completed/ongoing during the last seven years in Form 'B'.

##### C) SUGGESTIONS (Form-C)

The Firms are requested to submit their proposals/views/suggestions that can be considered for the Project formulation, in Form-C. Additional sheets can be used.

#### 4. LETTER OF INTENT

The applicant should submit the Letter of Intent (Section III) attached with the 'EOI' document.

## **5. DISCLAIMER**

The information in this document has been prepared to assist the applicants in preparing the non-binding EOI and it is clarified that

- It does not constitute an invitation to offer or an offer in relation to the transaction.
- This document does not constitute any contract or agreement of any kind whatsoever.
- This document does not, and does not purport to contain all the information that interested firms and their advisors would desire or require in reaching decisions as to the transaction. Interested applicant should form their own view as to what information is relevant to such decisions and make their own independent investigations in relation to any additional information.
- Neither the information in this document nor any other written or oral information in relation to the transaction is intended to form the basis of or the inducement for any investment activity or any decision to enter into any contract.
- Neither Cochin Port Trust nor their employees or advisors shall be liable to any interested party or any Entity under law including the law of contract, tort, the principles of restitution or unjust enrichment or otherwise for any loss, expenses or damage which may arise, or be incurred, or suffered, in connection with this document, or any matter that may be deemed to form part of this document, or any other information supplied by or on behalf of Cochin Port Trust or their employees or advisors or otherwise arising in any way from the selection process ahead.
- It shall not be assumed that there shall be no deviation or change in any of the herein mentioned information. While this document has been prepared in good faith, neither Cochin Port Trust nor any of their respective officers or employees or advisors or agents make any representation or warranty or shall have any responsibility or liability whatsoever in respect of any statements or omissions here from and the interested parties may undertake their own due diligence. The dimensions/measurements of the proposed site indicated herein are approximate figures only and may vary.

**6.** After assessing the response to this EOI from the Applicants, further process for defining the tender will be initiated by CoPT.

**SECTION-III**

**LETTER OF INTENT**

**(To be typed in Firm's Letterhead)**

To

**The Traffic Manager,**  
Cochin Port Trust  
Willingdon Island  
Kochi – 682009  
Phone: 0484 – 2666418

Sir,

**Sub: Submission of Expression of Interest (EOI) for Port based project on PPP / Landlord model**

Having examined the details given in EOI Notice and EOI document for the above project, I/we hereby submit our Expression of Interest and the relevant information.

1. I/We hereby certify that all the statements made and information supplied in the enclosed forms 'A', 'B' & 'C' and accompanying statements are true and correct.
2. I/We have furnished all information and details necessary for EOI and have no further pertinent information to supply.
3. I/We also authorize Cochin Port Trust or their authorized representatives to approach individuals, employers and firms to verify our competence and general reputation.
4. I/We submit the following certificates in support of our suitability, technical knowhow and capability for successfully completing, setting up of Warehouse / Tank Farm / Silo System / Similar port/port based/logistics/ project.

(i)..... (Copy enclosed)

(ii)..... (Copy enclosed)

Signature(s) of Applicant(s)

Enclosures

Seal of applicant

Date of submission



**FORM – ‘A’**

**Organizational Structure of Applicant**

1	Name & Address of the applicant with Telephone No./ email	
2	a) Year of Establishment b) Date of commencement of operations	
3	Legal status of the applicant (attach copies of original document defining the legal status) a) Proprietorship firm b) Partnership firm c) Limited company or Corporation/ Joint venture/ Consortia d) Others (Please specify)	
4	Names of Directors & other executives involved in this project with designation and contact information.	
5	Applicant's annual turnover in the last three financial years (Rs.)	2018-19: 2017-18: 2016-17:
6	Brief write up about Applicants business during the last three financial years	
7	Any other information considered necessary but not included above	

We have attached:-

1. Brochures, if available, of the Applicant

Signature  
Designation

**FORM – 'B'**

**Details of similar facilities operated by Applicant in the last  
Seven years**

Name	
Role and Responsibility in the project	
Location	
Description	
Time taken to complete the project.	
Time for which the project has been successfully in operation	
Project cost	
Any other information considered necessary but not included above	

Signature  
Designation

**Note: Please use separate sheet for each Project.**

**FORM – ‘C’**

**Suggestions and views of Applicant**

Broad categorization of the proposal (i.e., cargo [bulk cargo storage, tank farm, etc.] / logistics services/ shipping/ others-please specify)	
Broad categorization of the Cargo	
Throughput of cargo per year in MT	
Whether cargo would be brought in bulk/break bulk/bagged condition.	
Do you suggest development of project in a phased manner according to the demand/requirements - suggest the model / phasing	
Approximate time frame required to commence operation	
Would you be interested in using the waterfront to build a berth/jetty?	
Would you be interested in using the railway line lying in the plot?	
Approximate built up area envisaged.	
Suggested Model (Land lease / PPP/ any other model)	
Water and power requirements.	
Approximate investment	
Assistance required from Cochin Port Trust	
Suggestions or views (Please attach additional sheet)	

Applicant may add any other detail considered to be important

Kindly attach a conceptual plan.

Signature

Designation